

Message Text

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ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 EB-07 EA-06 /020 R

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COM/BIC/OED/MEPD/JHEAGEN ACT DIR

COM/BIC/OIM (INFO COPY)

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P 081459Z AUG 75

FM SECSTATE WASHDC

TO AMCONSUL RIO DE JANEIRO PRIORITY

INFO AMEMBASSY BRASILIA PRIORITY

AMEMBASSY ASUNCION PRIORITY

AMEMBASSY CARACAS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, BR, PA, VE

SUBJECT: DAVE LU'S TRAVEL

1. PLEASE PASS TO DAVE LU, MEPD PROJECT OFFICER FOLLOWING
INFO: JAPANESE MEETING IN CHICAGO WITH HARZA CONSISTED OF
ONE JAPANESE SALES REPRESENTATIVE FOR ONE DAY. FORMAT WAS
A QUESTION AND ANSWER SESSION WITH NO DETAILS AS TO CONTENT.
HARZA STATES MEETING WAS OF NO GREAT SIGNIFICANCE.
HOWEVER, IT APPEARS PERFORMANCE CHARACTERISTIC CURVES
WERE OF POOR QUALITY FOR ACCURATE READING AND JAPANESE
SALES REP. WAS ASKED TO FURNISH CURVES ON A SCALE WHICH
CAN BE MORE ACCURATELY INTERPRETED.

2. ALLIS-CHALMERS IS AWARE FROM SEVERAL RELIABLE SOURCES
THAT JAPANESE BID ON SHORTER BUCKETS WITH A RUNNER
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HAVING ONE-THIRD LESS WEIGHT. ALL OTHER BIDDERS ARE

WITHIN TEN PERCENT ON RUNNER WEIGHTS. THEY KNEW THIS IN
ADVANCE AND STATED STATEMENT IN THEIR BID "WE KNOW IT IS
POSSIBLE TO USE SHORTER BUCKETS AT SUBSTANTIAL WEIGHT
REDUCTION, HOWEVER, WE FEEL THE UNITS WOULD HAVE POOR
EFFICIENCY AND CAVITATION DIFFICULTIES." A-C IS HOPING
TO INTRODUCE QUESTIONS OF RUNNER WEIGHT AND WILL FEED BACK
POTENTIAL PROBLEMS TO EDELCA THROUGH HARZA. THEY ARE ALSO
DIRECTING EFFORTS TO HAVE CUSTOMER LET A MODEL TESTING

CONTRACT TO PROVE EFFICIENCIES IN VIEW OF HIGH
EFFICIENCIES QUOTED BY HITACHI. KISSINGER

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